

Message Text

LIMITED OFFICIAL USE

PAGE 01 BELIZE 00687 142323Z

71

ACTION SS-20

INFO OCT-01 ARA-16 ISO-00 EB-11 A-01 SPC-03 L-03 RSC-01

DRC-01 /057 W

----- 007214

R 141419Z DEC 73

FM AMCONSUL BELIZE

TO SECSTATE WASHDC 3270

INFO DEPT OF COMMERCE

LIMITED OFFICIAL USE BELIZE 00687

E.O. 11652: N/A

TAGS: ETRD

SUBJECT: EFFECTIVENESS IN OVERSEAS COMMERCIAL FUNCTION

REF: STATE 239800

1. WHILE RECENT DEPARTMENT OF COMMERCE PROGRAMS TO REVITALIZE OUR OVERSEAS COMMERCIAL PROGRAMS HAVE CONCENTRATED ON FINDING FIRMS NEW TO IMPORTING GOODS OF U.S. MANUFACTURE, AND QUITE PROPERLY SO, THERE ARE MANY FIRMS WHICH HAVE HAD LONG EXPERIENCE BUYING IN THE AMERICAN MARKET. THEY ARE GENERALLY GOOD CUSTOMERS AND EVERY YEAR ARE BETTER CUSTOMERS. HOWEVER, THESE FIRMS ARE VICTIMIZED OCCASIONALLY BY U.S. SUPPLIERS. FIRMS IN DEVELOPING COUNTRIES, WHERE COMMERCIAL AND BANKING SERVICES ARE PRIMITIVE, ARE MORE SUSCEPTIBLE TO THE BLANDISHMENTS OF A FAST-TALKING SALESMAN TRYING TO UNLOAD SOME SHODDY GOODS. THIS HAS HAPPENED ON MORE THAN ONE OCCASION IN BELIZE.

2. OFTEN WHEN A FIRM IS "TAKEN" BY AN UNSCRUPULOUS AMERICAN SUPPLIER, ITS FIRST REACTION IS TO TURN TO THE NEAREST U.S. DIPLOMATIC ESTABLISHMENT FOR ASSISTANCE. IN FACT THERE IS VERY LITTLE WE CAN DO TO HELP OTHER THAN SUGGEST THE FIRM ASK ITS OWN DIPLOMATIC REPRESENTATIVES FOR ASSISTANCE OR THAT THE FIRM RETAIN A U.S. ATTORNEY. GOING THROUGH THE DIPLOMATIC CHANNELS IS USUALLY NOT VERY SATISFACTORY FOR FIRMS BECAUSE THE DIPLOMATIC SERVICES OF MOST DEVELOPING NATIONS ARE GOOD REFLECTIONS

LIMITED OFFICIAL USE

PAGE 02 BELIZE 00687 142323Z

OF THE UNDEVELOPED CONDITION OF THEIR MOTHER COUNTRIES. AN AT-

TORNEY, BESIDES BEING EXPENSIVE, IS HARD TO DEAL WITH BY
CORRESPONDENCE.

3. THEREFORE, I SUGGEST THAT A MECHANISM BE ESTABLISHED THAT
WOULD SERVE AS AN HONEST BROKER IN DISPUTES BETWEEN FOREIGN
BUYERS AND U.S. SUPPLIERS. IF THIS MEDIATION FAILED, THE BUYER
COULD THEN TAKE LEGAL ACTION. ANY SALESMAN WILL TESTIFY THAT
A COMPANY HAS TO TAKE CARE OF ITS GOOD CUSTOMERS. FURTHER, IF
THE OLD ETHIC OF "BUYER BEWARE" IS BECOMING LESS AND LESS ACCEP-
TABLE WITHIN THE UNITED STATES, WHY SHOULD WE TREAT FOREIGN
BUYERS DIFFERENTLY? DRISCOLL

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE ORGANIZATIONS, TRADE COMPLAINTS, IMPORTERS
Control Number: n/a
Copy: SINGLE
Draft Date: 14 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973BELIZE00687
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: BELIZE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731225/aaaaaslv.tel
Line Count: 72
Locator: TEXT ON-LINE
Office: ACTION SS
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: STATE 239800
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 27 JUL 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27-Jul-2001 by thomasv0>; APPROVED <07 FEB 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EFFECTIVENESS IN OVERSEAS COMMERCIAL FUNCTION
TAGS: ETRD, US, BH, COM
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005